



**News and Updates from
The U.S. Commercial Service
In South Africa**

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Volume 2, Issue 8
December 12, 2002

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Seasons Greetings

U.S. COMMERCIAL SERVICE IN SOUTH AFRICA
Commercial News Flash USA

US AND SACU TRADE MINISTERS DISCUSS FREE TRADE AND ECONOMIC DEVELOPMENT

Commerce Secretary Donald Evans met in Johannesburg on November 15 with Trade Ministers and ranking representatives from Southern African Customs Union (SACU) member countries, South Africa, Namibia, Botswana, Swaziland, and Lesotho. In a productive and promising exchange, the participants discussed the African Growth and Opportunities Act (AGOA) and prospects for a free trade agreement between the United States and SACU. Secretary Evans stressed the importance the Bush Administration places in increasing trade and investment with the region and on helping foster African economic development and job creation. All parties praised the positive impacts of AGOA on employment and investment and enthusiastically supported the goal of establishing a Free Trade Agreement between SACU and the United States in the near future. While initiatives such as AGOA go a long way toward increasing trade and investment, Secretary Evans reminded his SACU counterparts that in this highly competitive global market, we all must do everything we can to make sure our countries provide a stable and welcoming environment for investment and business. "After all," Secretary Evans said, "capital is a coward and will not flow to unfriendly environments."

Secretary Evans led a senior-level business development mission to Ghana and South Africa November 12-15 which included representatives from the US Export-Import bank, the US Trade Development Agency, the Overseas Private Insurance Agency, as well as senior executives from small, medium and large US business interested in expanding their market opportunities in Africa.

**US COMPANIES EX-
PAND THEIR PRESENCE
IN THE SOUTH AFRICAN MARKET WITH
THE ASSISTANCE OF
THE US COMMERCIAL
SERVICE**

WITH ASSISTANCE FROM THE US COMMERCIAL SERVICE, US MINING COMPANY MAKES PROMISING INVESTMENTS IN SOUTH AFRICA

During the course of 10 months, CS South Africa counseled and supported the endeavors of Mandiana Siguiri Mining Corporation to establish itself in the South African market. This included providing dedicated market research reports, as well as off-the-shelf reports, and offering the good offices of the US Government and its agencies in-country to support this new market entrant in the strategic sectors of South African Mining, Iron and Steel.

October 18, 2002 the Protea Guest House, the FSG Workshops and Properties; including the Golf Course/Conference Center, and the Matjhabeng Main Office Building, and Pro Forge Limited (Pty), located in Welkom, all became assets of Mandiana Siguiri Mining Corporation's wholly owned South African subsidiary, Mafikeng American Mining and Development Corporation (Pty) Limited with an valued at 10-15 million dollars US.

Commercial News Flash USA is a product of the US Commercial Service in South Africa. Please direct questions or comments to the Editor, Larry Farris at 021 421-4280 or larry.farris@mail.doc.gov

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PARADYNE & MULTICONSULT PARTNERSHIP LAUNCH

DURBAN, November 22, 2002

Paradyne Networks, Inc., a leading U.S provider of broadband voice, data and video network access solutions, announced the launch of its partnership with local empowerment company Multiconsult Technologies, a division of Multiconsult South Africa (Pty) Limited. Paradyne selected Multiconsult based on their keen understanding and presence in the South African market, and their ability to bring together all of the resource needed for a successful high-technology business. This partnership was formally launched at a dinner reception with Deputy President, Jacob Zuma delivering the Key Note address. Commercial Consul Jon Kuehner joined in the launch together with Deputy President Zuma, Chief Mangosutu Buthelezi and other dignitaries .

Multiconsult is a 100% black owned and controlled empowerment company and is headquartered in Durban. Through this partnership, Multiconsult will represent Paradyne in the sales, installation and support of the entire Paradyne product portfolio throughout Sub-Sahara Africa.

NEW INTERNATIONAL 9800i MAKES ITS DEBUT IN SOUTH AFRICA

Durban, November 21, 2002

U.S Manufacturer, International Truck & Engine, launches it's new 9800i truck tractor at its national distributor, Tyco Trucks' premises in Westmead, Durban.

The 9800i features the very latest in American driveline technology and is enhanced by many new and optional features. Among them is the new mid-roof double sleeper cab, refreshed to luxury standards and offering a host of improvements.

South Africa is strategically important to International Truck & Engine and this is evident in the U.S company's decision to make it's SA office in Woodmead, Johannesburg responsible for operations in every country in the world outside North and South America.